

Message Text

LIMITED OFFICIAL USE

PAGE 01 LAGOS 02964 161306Z
ACTION EB-08

INFO OCT-01 AF-08 ISO-00 /017 W
-----162201Z 058763 /56

R 161113Z MAR 77
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 9898
INFO USDOC WASHDC
AMEMBASSY MONROVIA
AMCONSUL KADUNA

LIMITED OFFICIAL USE LAGOS 2964

E.O. 11652: N/A
TAGS: BEXP, EAIR, PGOV, CI
SUBJECT: TEXAS INSTRUMENTS LOST CONTRACT: ATC EQUIPMENT

REF: STATE 046486

1. ACCORDING OUR BEST INFO, UELANIA OF ITALY WILL GET THIS
CONTRACT BUT IT UNKNOWN WHETHER CONTRACT ACTUALLY SIGNED.

2. RELIABLE BUT UNOFFICIAL INFORMATION INDICATES THAT, IN
TECHNICAL EVALUATION, TEXAS INSTRUMENTS (TI) HIGHER ON
FAINING
PACKAGE, AND MAINTENANCE BUT SELENIA HIGHER ON PRICE, DELIVERY
SCHEDULE AND SIMPLICITY OF EQUIPMENT, SELENIA PRICE REPORTEDLY
FRACTIONALLY LOWER THAN TI AND WE UNDERSTAND THAT AFTER WINNING
CONTRACT SELENIA CONVINCED CIVAIRMIN TO MAKE DESIGN CHANGE WPICH
RAISED FINAL COST ABOVE TPABIDU TC HOPES, 534#-0 ; -8,)6, THAT
CIVAIRMIN WILL RECONSIDER BECAUSE OF SELENIA'S POOR DELICMRY
HISTORY AND NEW HIGHER COST.

3. THERE SUSPICION BUT NO RPT NO PROOF TPAT SELENIA BOUGHT
ACCESS TO BID PRICES, ENABLING IT TO UNDERCUT TI SLIGHTLY, AND/OR
MADE PAYMENTS TO FEDERAL EXECUTIVE COUNCIL, WHICH MAKES FINAL
DECISION ON LARGE CONTRACTS. ON OTHER HAND, IT WELL KNOWN THAT
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SINCE ECONOMY DRIVE BEGAN LAST YEAR PRICE IS MOST DEIASIVSUFACTOR ON
FMG PURCHASES.

4. PRIOR RECEIPT REFTEL EMBOFFS TWICE ASKED AND TWICE REFUSED
MEETING WITH CIVAIRMIN PERMANENT SECRETARY TO DISCUSS ISSUE. WE
BELIEVE HE GOT MESSAGE AND THAT FURTHER USG PRESSURE WOULD BE
COUNTERPRODUCTIVE. EMBASSY CONTINUING FOLLOW MATTER. CW TIO :

ANY DISCLOSURE ABOVE WOULD JEOPARDIZE GENERAL AND SPECIFIC US
COMMERCIAL INTERESTS.
CROSBY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONTRACTS
Control Number: n/a
Copy: SINGLE
Sent Date: 16-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977LAGOS02964
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770090-0943
Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770353/aaaabubb.tel
Line Count: 65
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d3c609b7-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 46486
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 03-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3089033
Secure: OPEN
Status: NATIVE
Subject: TEXAS INSTRUMENTS LOST CONTRACT: ATC EQUIPMENT
TAGS: BEXP, EAIR, PGOV, NI, TEXAS INSTRUMENTS
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/d3c609b7-c288-dd11-92da-001cc4696bcc
Review Markings:
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